



PRESS-RELEASE

23 DECEMBER 2021

AUTOMOBILE MARKET OF RUSSIA IN NOVEMBER AND JANUARY-NOVEMBER 2021

In November 2021, sales of new MOTOR VEHICLES in Russia fell by 18.8% year-on-year to 119 283 vehicles. In the first eleven months of 2021 the total sales were 1 578 106 vehicles*, up 8.5% year-on-year, of which:

- Passenger cars – 98 339 units in November 2021, down 23.8% YOY; 1 350 548 units in January-November 2021, up 5.3% YOY.
Among them electric vehicles – 252 units in November 2021, up 327.1% YOY; 1 721 units in January-November 2021, up 269.3% YOY.
- Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 10 922 units in November 2021, up 18.5% YOY; 117 015 units in January-November 2021, up 31.1% YOY.
- Pickups – 685 units in November 2021, down 8.1% YOY; 9 125 units in January-November 2021, up 7.8% YOY.
- Trucks (except N1 category) including special-purpose vehicles – 8 017 units in November 2021, up 19.8% YOY; 89 067 units in January-November 2021, up 40.2% YOY.
- Buses (except M2 category) – 1 320 units in November 2021, up 7.9% YOY; 12 351 units in January-November 2021, up 6.5% YOY.

* without sales to military, law enforcement and diplomatic agencies in RF

COMMENT:

Alexander Kovrigin, Deputy Managing Director of ASM Holding, commented:

Sales of passenger cars showed a decline (down 23.8%) in November and a 5.3% growth year-to-date. A fall of sales has been noted starting from last July and will continue through December. This was caused, among other reasons, by price rise due to a lack of new cars and forming a “seller’s market”. The situation also provoked a feverish demand for used vehicles, which grew 25.7% in January-November 2021. We expect that the final result of 2021 will be growth of new car sales by 3-5%.

The situation with pickups is similar to that in the car market. In November, we noted a decline of new pickup sales by 8.1%, while a slight growth by 7.8% was shown year-to-date.

Sales in the segment of light commercial vehicles grew by 18.5% in November and by 31.1% in January-November 2021. We forecast that similar total results will be shown by the LCV market for 2021. A growth of sales can be explained by big purchases of vans made by various delivery services in the course of the pandemic.

The truck market also showed a growth of sales in November by 19.8%, with a total growth in 11 months by an impressive 40.2%. This growth was connected with many active construction projects in the city of Moscow, Moscow Region, St. Petersburg, Republic of Tatarstan, Nizhny Novgorod Region and other districts. Besides, sales are growing to replace end-of-life trucks by new vehicles in the country’s fleet.

The bus market showed a growth of sales by 7.9% in November and by 6.5% in January-November. We forecast the total growth of the new bus market by 5% in 2021. State programmes aimed for renewal of the bus fleet in Russia are the main contributors.

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PASSENGER CARS

Sales of new passenger cars in Russia in November and 11 months 2021 by brand

Brand	November 2021	November 2020	11 months 2021	11 months 2020	Change November 2021 vs 2020, %	Change 11 months 2021 vs 2020, %
LADA	20 498	30 662	306 631	286 786	-33,1	6,9
KIA	11 583	16 962	179 636	178 358	-31,7	0,7
HYUNDAI	9 949	13 701	142 088	144 997	-27,4	-2,0
RENAULT	9 177	12 339	114 704	112 651	-25,6	1,8
TOYOTA	7 004	6 925	81 880	75 607	1,1	8,3
SKODA	4 145	8 432	79 655	78 345	-50,8	1,7
VOLKSWAGEN	3 972	8 348	78 930	88 907	-52,4	-11,2
NISSAN	4 085	4 382	42 856	50 798	-6,8	-15,6
BMW	3 474	4 006	41 942	37 290	-13,3	12,5
CHERY	3 317	1 784	37 237	9 646	85,9	286,0
MERCEDES	2 739	3 027	35 588	31 567	-9,5	12,7
HAVAL	3 866	1 362	31 393	14 121	183,8	122,3
MAZDA	1 996	2 675	25 075	23 451	-25,4	6,9
GEELY	2 323	1 833	21 790	13 250	26,7	64,5
MITSUBISHI	2 264	2 296	21 173	27 094	-1,4	-21,9
LEXUS	1 008	1 859	17 963	17 243	-45,8	4,2
AUDI	616	1 440	15 174	13 324	-57,2	13,9
UAZ	1 307	793	11 749	10 192	64,8	15,3
VOLVO	542	955	8 520	7 156	-43,2	19,1
SUZUKI	470	766	8 339	7 368	-38,6	13,2
LAND ROVER	401	609	5 626	5 858	-34,2	-4,0
SUBARU	250	617	5 515	5 661	-59,5	-2,6
PORSCHE	395	290	5 190	4 964	36,2	4,6
CHEVROLET	637	276	5 038	880	130,8	472,5
CHANGAN	250	432	3 606	3 866	-42,1	-6,7
GENESIS	462	62	3 038	937	645,2	224,2
MINI	122	243	2 345	2 115	-49,8	10,9
CADILLAC	99	86	2 096	1 249	15,1	67,8
FAW	156	165	2 082	1 817	-5,5	14,6
INFINITI	77	169	1 642	2 080	-54,4	-21,1
JEEP	93	89	1 407	1 461	4,5	-3,7
HONDA	116	72	1 391	1 527	61,1	-8,9
PEUGEOT	109	73	1 288	872	49,3	47,7
JAC	140	49	1 086	399	185,7	172,2
DATSUN	2	698	1 012	13 566	-99,7	-92,5
CITROEN	98	62	840	901	58,1	-6,8
GAC	135	60	766	252	125,0	204,0
RAVON	103	40	647	1 144	157,5	-43,4
TESLA	144	19	575	176	657,9	226,7
JAGUAR	34	89	490	1 009	-61,8	-51,4
OPEL	34	19	380	94	78,9	304,3
LIFAN	0	92	327	764	-100,0	-57,2
BENTLEY	14	20	321	269	-30,0	19,3
FIAT	16	44	317	407	-63,6	-22,1
ROLLS ROYCE	26	19	240	163	36,8	47,2



PASSENGER CARS

Brand	November 2021	November 2020	11 months 2021	11 months 2020	Change November 2021 vs 2020, %	Change 11 months 2021 vs 2020, %
FORD	24	5	210	433	380,0	-51,5
LAMBORGHINI	9	4	171	125	125,0	36,8
BRILLIANCE	2	32	102	180	-93,8	-43,3
DODGE	9	4	82	38	125,0	115,8
DFSK	20	2	81	79	900,0	2,5
FERRARI	1	1	47	27	0,0	74,1
ASTON MARTIN	6	0	43	9		377,8
FOTON	0	18	41	82	-100,0	-50,0
LINCOLN	5	1	20	15	400,0	33,3
BYD	4	0	19	0		
GMC	0	0	18	2		800,0
AURUS	3	1	16	4	200,0	300,0
DAIHATSU	0	2	16	12	-100,0	33,3
ZOTYE	0	8	16	131	-100,0	-87,8
DONGFENG	1	27	15	357	-96,3	-95,8
SMART	1	2	12	41	-50,0	-70,7
ACURA	1	0	10	2		400,0
BUICK	2	0	7	0		
CHRYSLER	1	3	7	30	-66,7	-76,7
MASERATI	0	0	5	47		-89,4
XIAOPENG	1	0	5	0		
SAMSUNG	1	0	3	0		
ALFA ROMEO	0	0	2	3		-33,3
BAIC	0	0	2	0		
ORA	0	0	2	0		
GAZ	0	1	1	6	-100,0	-83,3
ISUZU	0	0	1	0		
LEAPMOTOR	0	0	1	0		
LI XIANG	0	0	1	0		
LONDON TAXIS	0	0	1	0		
MCLAREN	0	0	1	1		0,0
POLESTAR	0	0	1	0		
WELTMEISTER	0	0	1	0		
BAJAJ	0	0	0	1		-100,0
DAEWOO	0	0	0	1		-100,0
DW HOWER	0	0	0	3		-100,0
SEAT	0	0	0	1		-100,0
WEY	0	0	0	1		-100,0
TOTAL	98 339	129 052	1 350 548	1 282 213	-23,8	5,3
TOTAL Russian brands	21 808	31 457	318 398	296 988	-30,7	7,2
TOTAL foreign brands	76 531	97 595	1 032 150	985 225	-21,6	4,8

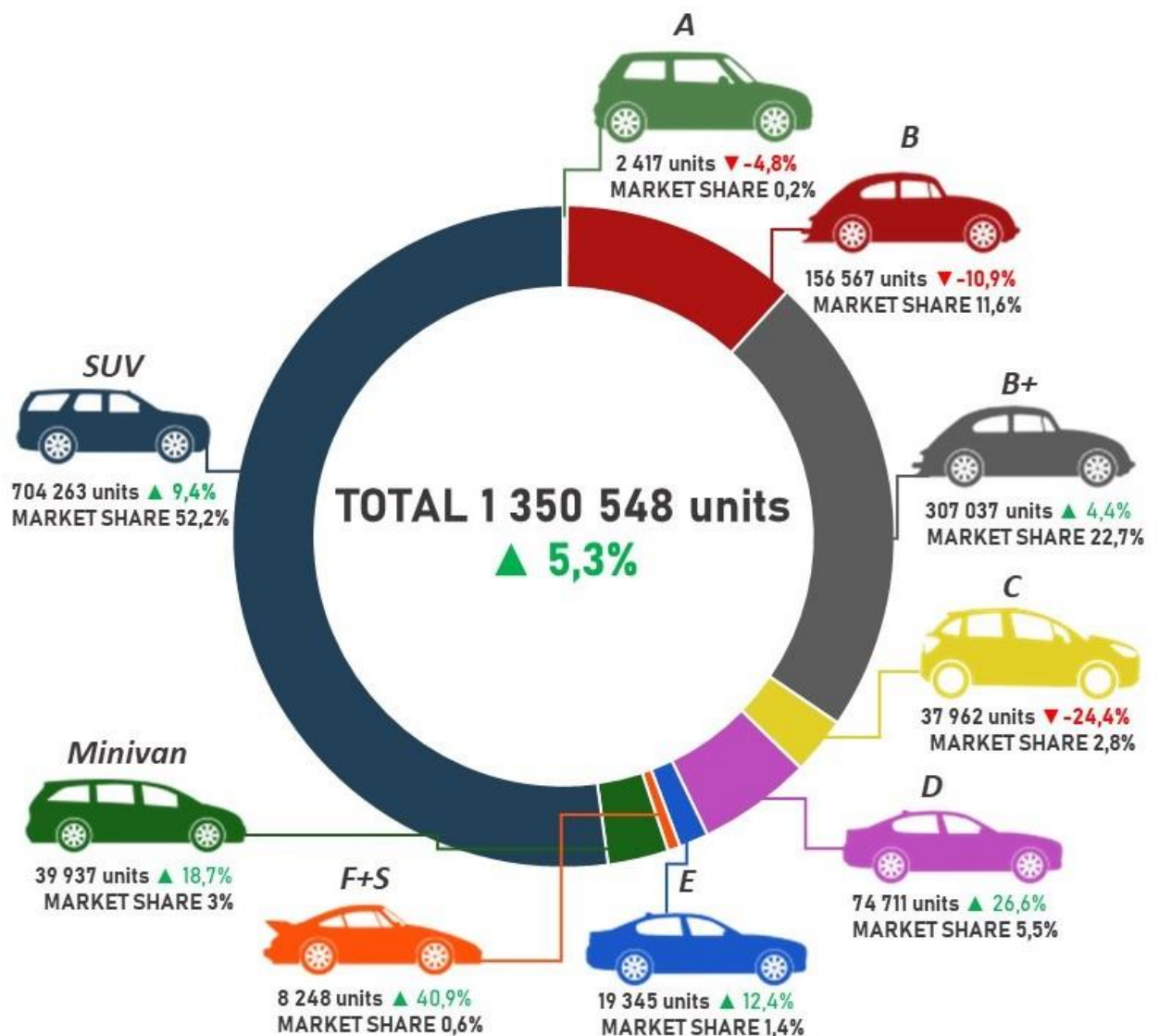


PASSENGER CARS

Sales of new passenger cars in Russia in November and 11 months 2021 by class*

Class	November 2021	November 2020	11 months 2021	11 months 2020	Market share November 2021, %	Market share 11 months 2021, %	Change November 2021 vs 2020, %	Change 11 months 2021 vs 2020, %
A	208	72	2 417	2 539	0,2	0,2	188,9	-4,8
B	8 958	17 945	156 567	175 787	9,1	11,6	-50,1	-10,9
B+	20 977	31 098	307 037	294 213	21,3	22,7	-32,6	4,4
C	2 650	2 968	37 962	50 194	2,7	2,8	-10,7	-24,4
D	5 171	5 873	74 711	59 003	5,3	5,5	-12,0	26,6
E	1 344	1 668	19 345	17 210	1,4	1,4	-19,4	12,4
F+S	562	491	8 248	5 853	0,6	0,6	14,5	40,9
Minivan	2 826	3 219	39 937	33 646	2,9	3,0	-12,2	18,7
SUV	55 636	65 718	704 263	643 763	56,6	52,2	-15,3	9,4
Not identified	7		61	5				1120,0
TOTAL	98 339	129 052	1 350 548	1 282 213	100,0	100,0	-23,8	5,3

* Euro NCAP classification





PASSENGER CARS

Top 25 model ranking of new passenger car sales in Russia in November and 11 months 2021

Rank	Model	Brand	November 2021	November 2020	11 months 2021	11 months 2020	Change November 2021 vs 2020, %	Change 11 months 2021 vs 2020, %
1	GRANTA*	LADA	5 724	11 372	104 955	106 429	-49,7	-1,4
2	VESTA	LADA	7 549	10 134	99 494	91 255	-25,5	9,0
3	RIO	KIA	4 558	8 216	71 081	76 941	-44,5	-7,6
4	CRETA	HYUNDAI	4 008	6 358	58 433	65 490	-37,0	-10,8
5	SOLARIS	HYUNDAI	3 710	4 277	52 300	43 487	-13,3	20,3
6	POLO	VOLKSWAGEN	2 044	4 654	43 251	51 732	-56,1	-16,4
7	RAPID	SKODA	1 820	3 646	37 457	30 499	-50,1	22,8
8	DUSTER	RENAULT	3 636	3 089	35 571	27 423	17,7	29,7
9	LARGUS	LADA	2 276	3 090	35 431	31 924	-26,3	11,0
10	TIGGO (T11)	CHERY	2 967	1 727	35 413	9 558	71,8	270,5
11	RAV4	TOYOTA	3 065	3 100	32 979	31 895	-1,1	3,4
12	CAMRY	TOYOTA	2 347	1 943	27 193	22 293	20,8	22,0
13	K5	KIA	1 326	1 831	27 055	6 401	-27,6	322,7
14	TIGUAN	VOLKSWAGEN	865	2 856	26 959	29 811	-69,7	-9,6
15	LOGAN	RENAULT	1 602	3 358	26 767	28 304	-52,3	-5,4
16	2123	LADA 4x4	1 849	1 955	22 870	15 580	-5,4	46,8
17	SPORTAGE	KIA	1 219	2 276	22 512	25 416	-46,4	-11,4
18	SANDERO	RENAULT	1 380	2 211	20 596	23 571	-37,6	-12,6
19	XRAY	LADA	996	1 460	20 134	17 286	-31,8	16,5
20	2121	LADA 4x4	959	2 333	16 776	19 507	-58,9	-14,0
21	CX-5	MAZDA	1 522	2 032	16 750	17 701	-25,1	-5,4
22	KAROQ	SKODA	1 015	1 695	16 498	11 663	-40,1	41,5
23	QASHQAI	NISSAN	1 601	1 631	16 457	20 593	-1,8	-20,1
24	KAPTUR	RENAULT	1 267	1 938	16 124	17 366	-34,6	-7,2
25	X-TRAIL	NISSAN	1 695	1 732	15 698	18 026	-2,1	-12,9

* GRANTA 2190+2191+2192+2194

LADA GRANTA*
104 955 units **-1,4%**

LADA VESTA
99 494 units **9%**

KIA RIO
71 081 units **-7,6%**





PASSENGER CARS

Sales of new electric cars in Russia in November and 11 months 2021 by brand

Brand / electric cars	November 2021	November 2020	11 months 2021	11 months 2020	Change November 2021 vs 2020, %	Change 11 months 2021 vs 2020, %
AUDI	34	17	339	110	100	208,2
E-TRON	34	17	339	110	100	208,2
BMW	19	5	69	47	280	46,8
I3	19	5	69	47	280	46,8
CHEVROLET	2	0	10	4		150
VOLT	2	0	10	4		150
HYUNDAI	0	0	4	4		0
IONIQ	0	0	4	4		0
JAC	1	5	29	7	-80	314,3
IEV7S	1	5	29	7	-80	314,3
JAGUAR	8	4	63	66	100	-4,5
I-PACE	8	4	63	66	100	-4,5
KIA	1	4	4	4	-75	0
NIRO	1	4	4	4	-75	0
MERCEDES	3	0	15	2		650
EQC	3	0	15	2		650
NISSAN	15	5	113	33	200	242,4
LEAF	15	5	113	33	200	242,4
PEUGEOT	0	0	3	3		0
ION	0	0	3	3		0
PORSCHE	25	0	494	7		6957,1
TAYCAN	25	0	494	7		6957,1
RENAULT	0	0	0	3		-100
TWIZY	0	0	0	3		-100
TESLA	144	19	575	176	657,9	226,7
3	83	9	383	87	822,2	340,2
S	2	3	14	19	-33,3	-26,3
X	8	5	61	66	60	-7,6
Y	51	2	117	4	2450	2825
VOLKSWAGEN	0	0	3	0		
E-LAVIDA	0	0	3	0		
TOTAL	252	59	1721	466	327,1	269,3
TOTAL Russian brands						
TOTAL foreign brands	252	59	1721	466	327,1	269,3

TESLA 3
383 units **822,2%**



PORSCHE TAYCAN
494 units **6957,1%**



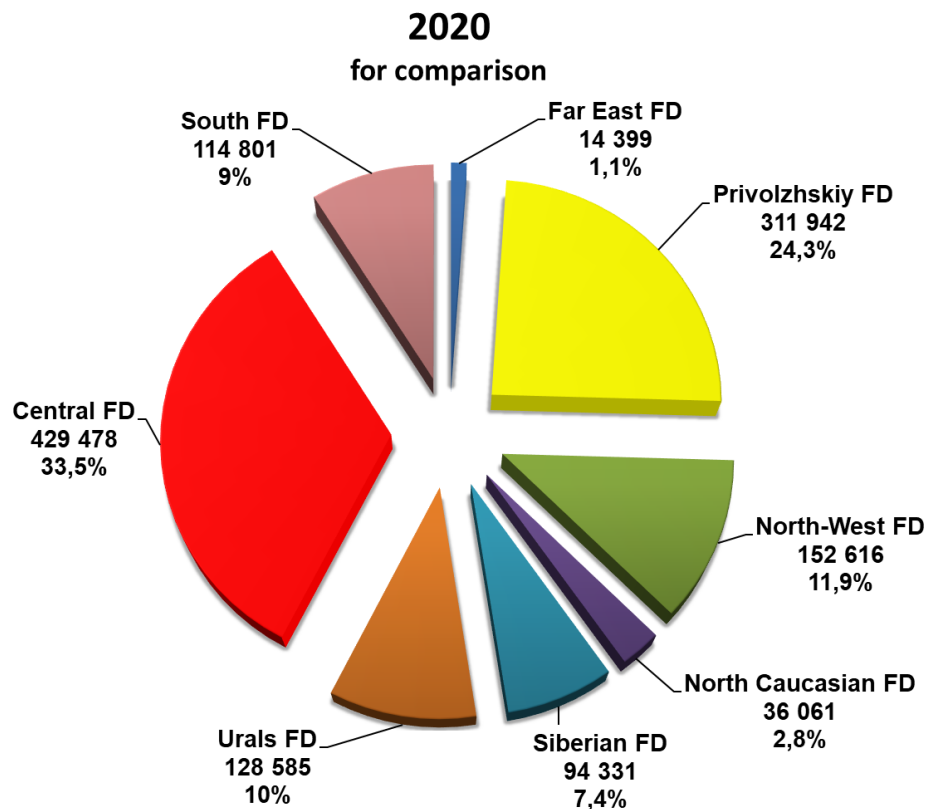
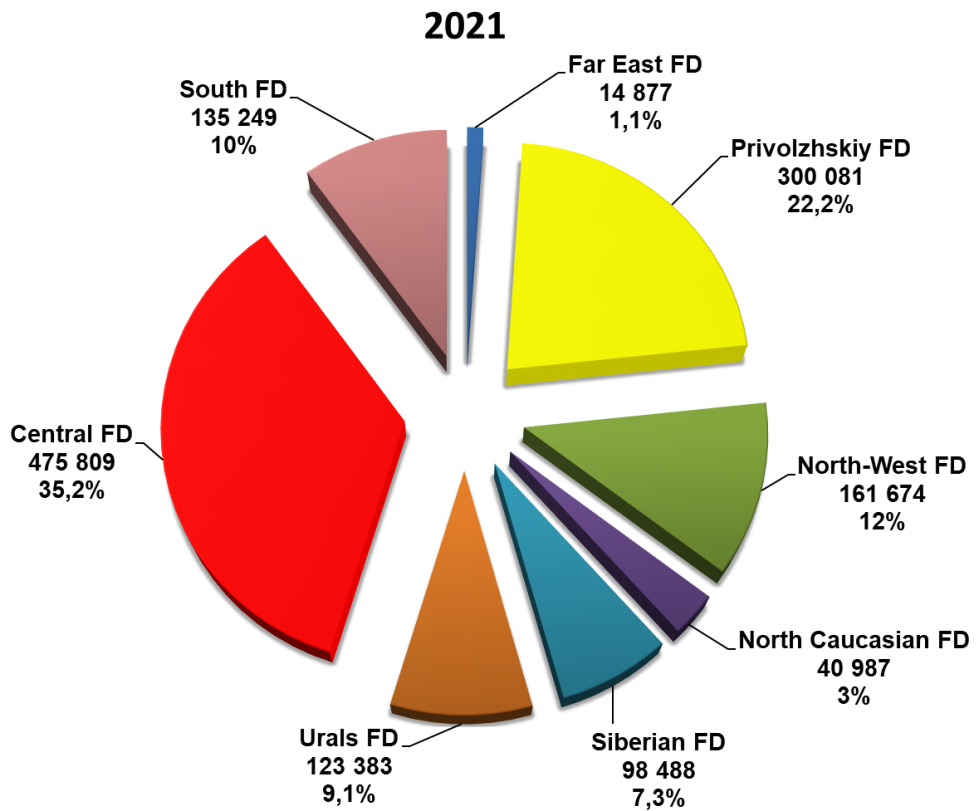
AUDI E-TRON
339 units **208,2%**





PASSENGER CARS

Structure of new car sales in Russia in 11 months 2021 by Federal District





LIGHT COMMERCIAL VEHICLES

Sales of new light commercial vehicles in Russia
Including light trucks (N1 category) and minibuses (M2 category)
in November and 11 months 2021 by brand (without pickups)

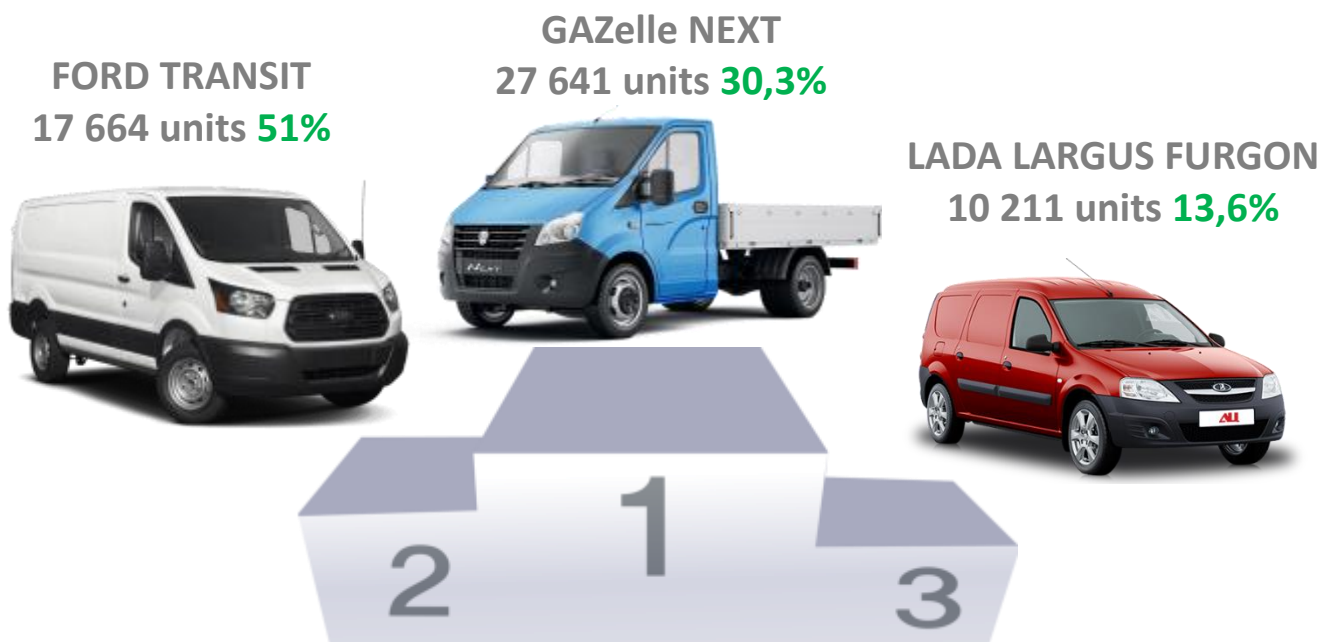
Brand	November 2021	November 2020	11 months 2021	11 months 2020	Change November 2021 vs 2020, %	Change 11 months 2021 vs 2020, %
GAZ	4 998	3 864	48 929	38 304	29,3	27,7
FORD	1 773	1 283	17 675	11 790	38,2	49,9
UAZ	1 301	1 142	14 345	12 155	13,9	18,0
LADA	761	1 314	12 161	10 466	-42,1	16,2
PEUGEOT	602	277	6 097	2 640	117,3	130,9
VOLKSWAGEN	368	442	4 602	4 092	-16,7	12,5
CITROEN	351	245	3 862	2 588	43,3	49,2
MERCEDES	249	325	3 018	2 728	-23,4	10,6
HYUNDAI	192	95	1 890	1 835	102,1	3,0
OPEL	102	48	1 365	331	112,5	312,4
IVECO	91	47	919	500	93,6	83,8
FIAT	66	70	797	723	-5,7	10,2
RENAULT	28	34	777	728	-17,6	6,7
TOYOTA	32	24	373	259	33,3	44,0
KIA	7	5	84	117	40,0	-28,2
JAC	0	0	65	0		
NISSAN	0	0	13	8		62,5
TAGAZ	0	0	11	0		
MITSUBISHI	0	0	10	10		0,0
DAIHATSU	0	0	9	5		80,0
GMC	0	0	3	0		
SUZUKI	0	0	3	1		200,0
YUEJIN	0	0	3	1		200,0
RUSTRAK	0	0	2	0		
HONDA	0	0	1	1		0,0
MAZDA	1	0	1	0		
ISUZU	0	1	0	1	-100,0	-100,0
TOTAL	10 922	9 216	117 015	89 283	18,5	31,1
TOTAL Russian brands	7 060	6 320	75 448	60 925	11,7	23,8
TOTAL foreign brands	3 862	2 896	41 567	28 358	33,4	46,6



LIGHT COMMERCIAL VEHICLES

Top 25 model ranking of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia, in November and 11 months 2021 (without pickups)

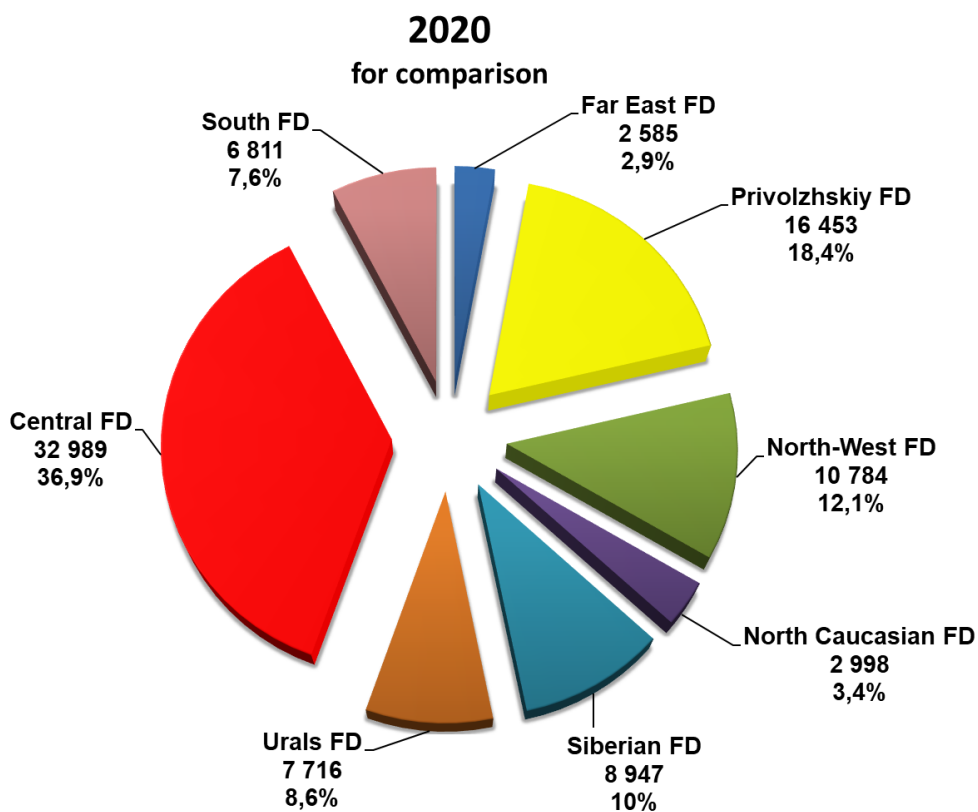
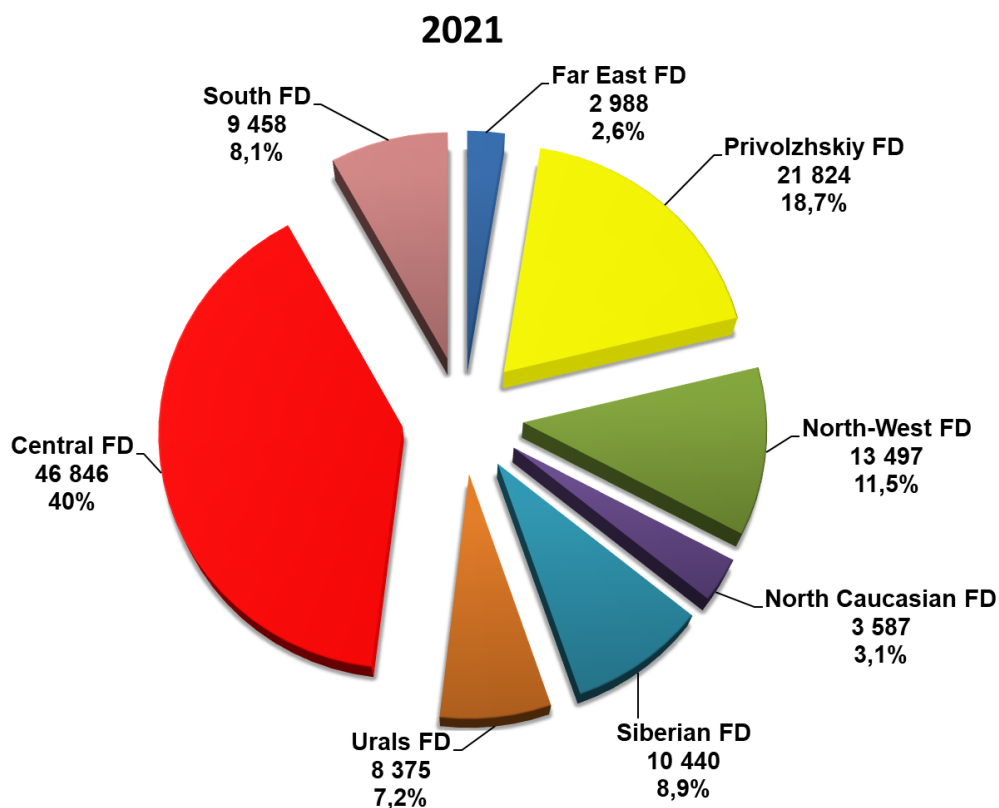
Rank	Model	Brand	November 2021	November 2020	11 months 2021	11 months 2020	Change November 2021 vs 2020, %	Change 11 months 2021 vs 2020, %
1	GAZelle NEXT	GAZ	3 107	2 114	27 641	21 219	47,0	30,3
2	TRANSIT	FORD	1 771	1 282	17 664	11 700	38,1	51,0
3	LARGUS FURGON	LADA	671	1 171	10 211	8 988	-42,7	13,6
4	3302 GAZelle	GAZ	776	971	9 642	9 235	-20,1	4,4
5	3909	UAZ	538	556	6 211	6 001	-3,2	3,5
6	2752 SOBOL	GAZ	493	392	5 685	3 191	25,8	78,2
7	PROFI	UAZ	219	164	2 378	1 576	33,5	50,9
8	TRAVELLER	PEUGEOT	219	132	2 322	1 374	65,9	69,0
9	CARAVELLE	VOLKSWAGEN	116	145	2 182	1 529	-20,0	42,7
10	2349 WIS	LADA	68	137	1 668	1 386	-50,4	20,3
11	2206	UAZ	61	119	1 654	1 569	-48,7	5,4
12	3221 GAZelle	GAZ	171	82	1 564	1 521	108,5	2,8
13	V-CLASS	MERCEDES	131	172	1 542	1 414	-23,8	9,1
14	3741	UAZ	79	88	1 520	1 047	-10,2	45,2
15	2310 SOBOL	GAZ	176	104	1 508	955	69,2	57,9
16	2705 GAZelle	GAZ	63	90	1 481	1 241	-30,0	19,3
17	H1 H100 STAREX	HYUNDAI	157	42	1 418	1 373	273,8	3,3
18	2217 SOBOL	GAZ	212	111	1 407	942	91,0	49,4
19	EXPERT	PEUGEOT	145	49	1 385	521	195,9	165,8
20	PARTNER	PEUGEOT	146	0	1 363	3		45 333,3
21	SPACE TOURER	CITROEN	96	104	1 331	845	-7,7	57,5
22	JUMPY	CITROEN	109	91	1 122	863	19,8	30,0
23	SPRINTER	MERCEDES	83	112	1 091	979	-25,9	11,4
24	3962	UAZ	196	92	1 083	572	113,0	89,3
25	BOXER	PEUGEOT	92	94	1 027	740	-2,1	38,8





LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 11 months 2021 by Federal District





PICKUPS

Sales of new pickups in Russia in November and 11 months 2021 by brand

Brand	November 2021	November 2020	11 months 2021	11 months 2020	Change November 2021 vs 2020, %	Change 11 months 2021 vs 2020, %
UAZ	167	226	2 520	2 524	-26,1	-0,2
TOYOTA	150	259	2 363	2 319	-42,1	1,9
MITSUBISHI	135	52	1 788	1 589	159,6	12,5
GREAT WALL	119	30	1 191	34	296,7	3 402,9
JAC	34	23	495	192	47,8	157,8
RAM	57	23	376	166	147,8	126,5
ISUZU	17	49	284	435	-65,3	-34,7
VOLKSWAGEN	0	72	45	805	-100,0	-94,4
FORD	3	7	44	78	-57,1	-43,6
GMC	0	2	9	4	-100,0	125,0
CHEVROLET	1	1	6	3	0,0	100,0
JEEP	0	0	2	0		
GONOW	1	0	1	7		-85,7
SUBARU	1	0	1	1		0,0
FIAT	0	0	0	80		-100,0
MERCEDES	0	1	0	225	-100,0	-100,0
NISSAN	0	0	0	1		-100,0
TOTAL	685	745	9 125	8 463	-8,1	7,8
TOTAL Russian brands	167	226	2 520	2 524	-26,1	-0,2
TOTAL foreign brands	518	519	6 605	5 939	-0,2	11,2



PICKUPS

Top 15 model ranking of new pickup sales in Russia in November and 11 months 2021

Rank	Model	Brand	November 2021	November 2020	11 months 2021	11 months 2020	Change November 2021 vs 2020, %	Change 11 months 2021 vs 2020, %
1	2363 PICKUP	UAZ	167	226	2 520	2 524	-26,1	-0,2
2	HILUX	TOYOTA	138	256	2 286	2 270	-46,1	0,7
3	L200	MITSUBISHI	135	52	1 788	1 589	159,6	12,5
4	WINGLE	GREAT WALL	59	30	854	33	96,7	2 487,9
5	T6	JAC	34	23	490	192	47,8	155,2
6	RAM	PICKUP	57	23	376	166	147,8	126,5
7	POER	GREAT WALL	60	0	337	0		
8	D-MAX	ISUZU	17	49	284	435	-65,3	-34,7
9	TUNDRA	TOYOTA	11	3	75	42	266,7	78,6
10	AMAROK	VOLKSWAGEN	0	72	45	805	-100,0	-94,4
11	F-SERIES	FORD	3	6	44	77	-50,0	-42,9
12	SIERRA	GMC	0	2	8	4	-100,0	100,0
13	SILVERADO	CHEVROLET	1	1	6	3	0,0	100,0
14	RENI HFC 1027	JAC	0	0	5	0		
15	GLADIATOR	JEEP	0	0	2	0		

UAZ 2363 PICKUP

2 520 units **-0,2%**



TOYOTA HILUX

2 286 units **0,7%**



MITSUBISHI L200

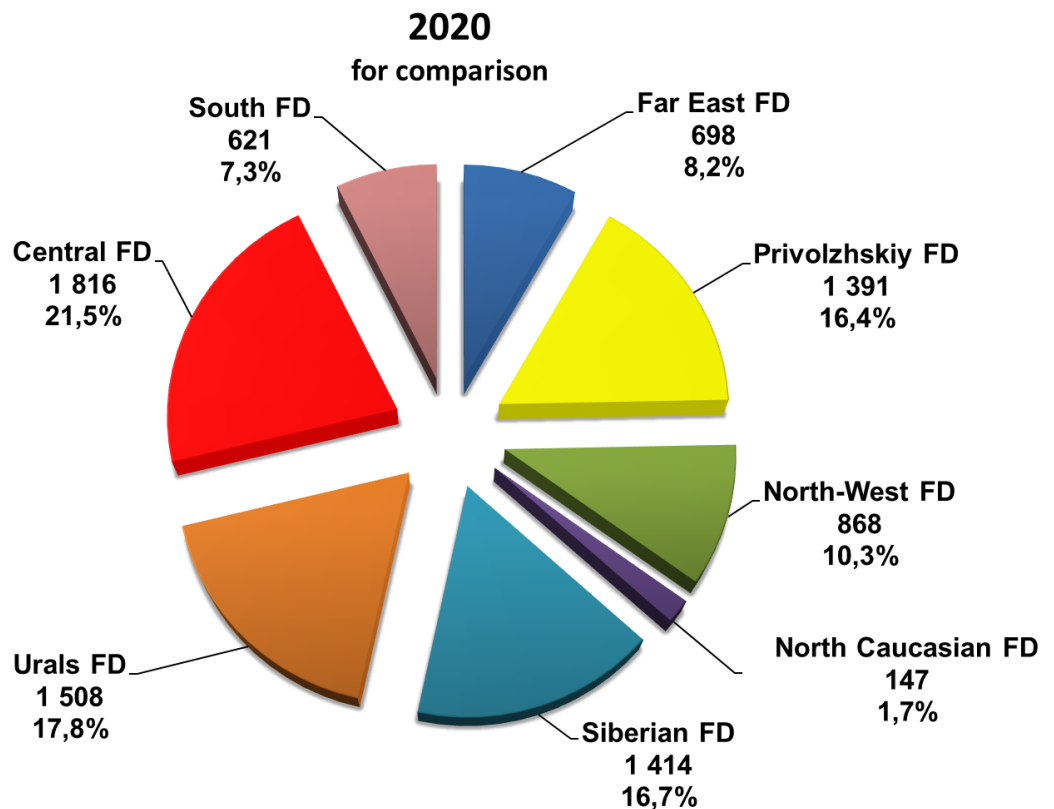
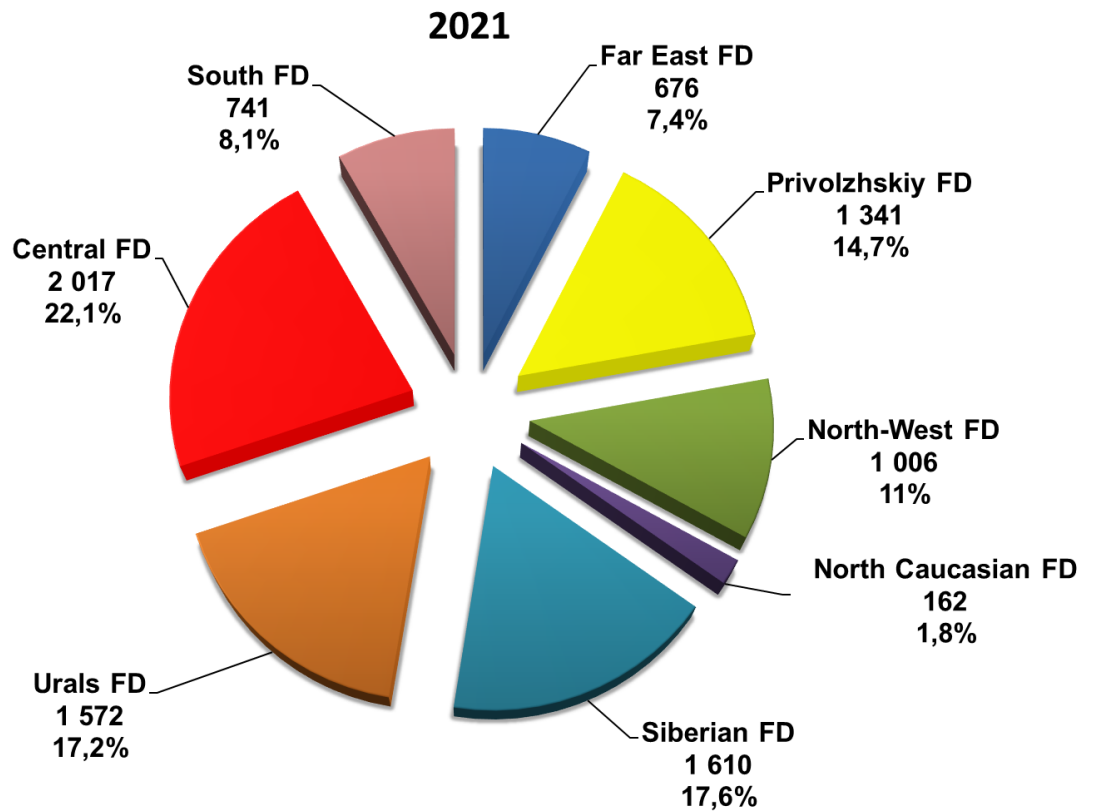
1 788 units **12,5%**





PICKUPS

Structure of sales of new pickups in Russia in 11 months 2021 by Federal District





TRUCKS

Sales of new trucks in Russia in November and 11 months 2021 by brand, inclusive of special-purpose vehicles

Brand	November 2021	November 2020	11 months 2021	11 months 2020	Change November 2021 vs 2020, %	Change 11 months 2021 vs 2020, %
KAMAZ	2 950	2 533	32 147	24 964	16,5	28,8
GAZ	752	606	9 128	7 107	24,1	28,4
SCANIA	514	676	6 780	4 239	-24,0	59,9
VOLVO	685	329	5 047	3 231	108,2	56,2
MAN	255	363	4 477	3 026	-29,8	48,0
MERCEDES	281	287	4 147	2 908	-2,1	42,6
MAZ	244	268	4 012	2 376	-9,0	68,9
URAL	374	394	3 973	2 998	-5,1	32,5
ISUZU	182	130	2 965	2 339	40,0	26,8
SHAANXI	356	130	2 540	1 429	173,8	77,7
DAF	241	109	1 822	1 462	121,1	24,6
FAW	162	47	1 608	610	244,7	163,6
HINO	193	68	1 564	889	183,8	75,9
HOWO	89	26	1 443	392	242,3	268,1
MAZ MAN	108	82	1 191	728	31,7	63,6
HYUNDAI	107	146	1 140	1 348	-26,7	-15,4
JAC	96	94	911	630	2,1	44,6
RENAULT	19	114	757	688	-83,3	10,0
FUSO	81	109	691	573	-25,7	20,6
FORD	89	15	523	278	493,3	88,1
IVECO	43	40	516	334	7,5	54,5
IVECO AMT	33	72	399	362	-54,2	10,2
DAEWOO	63	6	246	74	950,0	232,4
HONGYAN	37	0	246	0		
XU GONG	30	9	221	109	233,3	102,8
FOTON	4	11	124	188	-63,6	-34,0
ZOONLION	11	2	105	37	450,0	183,8
SANY	13	3	78	56	333,3	39,3
ZIL	0	3	69	20	-100,0	245,0
NEFAZ	3	2	65	58	50,0	12,1
TATRA	0	9	48	43	-100,0	11,6
LIEBHERR	2	4	31	22	-50,0	40,9
C&C	0	0	14	3		366,7
DAYUN	0	1	10	6	-100,0	66,7
GROVE	0	0	7	2		250,0
LANDWIND JIANGLING - JMC	0	0	4	0		
RUSTRAK	0	0	3	0		
TEREX-DEMAG	0	1	3	4	-100,0	-25,0
AMUR	0	0	2	1		100,0
GOUPIL	0	0	2	0		
KRAZ	0	0	2	1		100,0
MZKT	0	0	2	1		100,0
BAW	0	0	1	0		
INTERNATIONAL	0	0	1	0		



TRUCKS

Brand	November 2021	November 2020	11 months 2021	11 months 2020	Change November 2021 vs 2020, %	Change 11 months 2021 vs 2020, %
KOLUMAN	0	0	1	0		
TADANO	0	0	1	2		-50,0
DONGFENG	0	1	0	1	-100,0	-100,0
NISSAN	0	0	0	2		-100,0
TONAR	0	0	0	1		-100,0
YUEJIN	0	0	0	2		-100,0
TOTAL	8 017	6 690	89 067	63 544	19,8	40,2
TOTAL Russian brands	4 079	3 538	45 382	35 148	15,3	29,1
TOTAL foreign brands	3 938	3 152	43 685	28 396	24,9	53,8

Sales of new trucks in Russia in November and 11 months 2021 by type

Type	November 2021	November 2020	11 months 2021	11 months 2020	Market share November 2021, %	Market share November 2020, %	Market share 11 months 2021, %	Market share 11 months 2020, %
Other special equipment	3 072	2 143	33 856	16 830	38,3	32,0	38,0	26,5
Truck-tractor	1 686	2 180	20 421	17 712	21,0	32,6	22,9	27,9
Dump truck	903	738	10 666	10 452	11,3	11,0	12,0	16,5
Other truck types	1 072	528	10 116	5 308	13,4	7,9	11,4	8,4
Drop-side flat bed	609	466	6 437	4 851	7,6	7,0	7,2	7,6
Van	232	297	2 956	3 202	2,9	4,4	3,3	5,0
Refrigerator	215	126	1 811	1 636	2,7	1,9	2,0	2,6
Autocrane	102	103	1 236	1 534	1,3	1,5	1,4	2,4
Tanker	59	74	996	1 445	0,7	1,1	1,1	2,3
Refueler	24	16	212	267	0,3	0,2	0,2	0,4
Mobile repair shop	18	18	203	244	0,2	0,3	0,2	0,4
Autoloader	0	0	10	23	0,0	0,0	0,0	0,0
Ambulance	0	0	0	25	0,0	0,0	0,0	0,0
Miscellaneous	25	1	147	15	0,3	0,0	0,2	0,0
TOTAL	8 017	6 690	89 067	63 544	100,0	100,0	100,0	100,0



TRUCKS

Top 25 model ranking of new truck sales in Russia in November and 11 months 2021

Rank	Model	Brand	November 2021	November 2020	11 months 2021	11 months 2020	Change November 2021 vs 2020, %	Change 11 months 2021 vs 2020, %
1	GAZON NEXT	GAZ	639	543	7 337	5 610	17,7	30,8
2	43118 6X6	KAMAZ	569	413	7 176	5 691	37,8	26,1
3	5490 4X2	KAMAZ	700	817	7 132	4 919	-14,3	45,0
4	65115 6X4	KAMAZ	603	426	6 496	4 883	41,5	33,0
5	6520 6X4	KAMAZ	299	256	3 885	3 166	16,8	22,7
6	ACTROS	MERCEDES	249	249	3 605	2 628	0,0	37,2
7	SERIES FH 4X2	VOLVO	375	202	2 916	1 719	85,6	69,6
8	4320 6X6	URAL	169	188	2 126	1 649	-10,1	28,9
9	TGX 18.XXX 4X2	MAN	66	154	1 686	1 097	-57,1	53,7
10	XF-SERIES	DAF	226	0	1 627	78		1 985,9
11	SERIES R 4X2	SCANIA	99	380	1 487	1 682	-73,9	-11,6
12	S-SERIES	SCANIA	172	0	1 487	92		1 516,3
13	SX 331 8X4	SHAANXI	210	58	1 371	629	262,1	118,0
14	6501 6X4	MAZ	60	46	1 289	537	30,4	140,0
15	SX 325 6X4	SHAANXI	146	70	1 157	764	108,6	51,4
16	6312 6X4	MAZ-MAN	106	73	1 118	679	45,2	64,7
17	6580 6X4	KAMAZ	136	109	1 104	666	24,8	65,8
18	5557 6X6	URAL	145	122	1 086	828	18,9	31,2
19	NPR	ISUZU	51	32	1 060	760	59,4	39,5
20	MIGHTY	HYUNDAI	104	131	1 050	1 009	-20,6	4,1
21	43253 4X2	KAMAZ	92	91	1 038	1 039	1,1	-0,1
22	SERIES P 8X4	SCANIA	63	37	915	400	70,3	128,8
23	NQR	ISUZU	82	57	873	853	43,9	2,3
24	SERIES G 4X2	SCANIA	33	61	846	618	-45,9	36,9
25	53605 4X2	KAMAZ	82	48	738	756	70,8	-2,4

GAZ GAZON NEXT

7 337 units **30,8%**

KAMAZ 43118 6X6

7 176 units **26,1%**

KAMAZ 5490 4X2

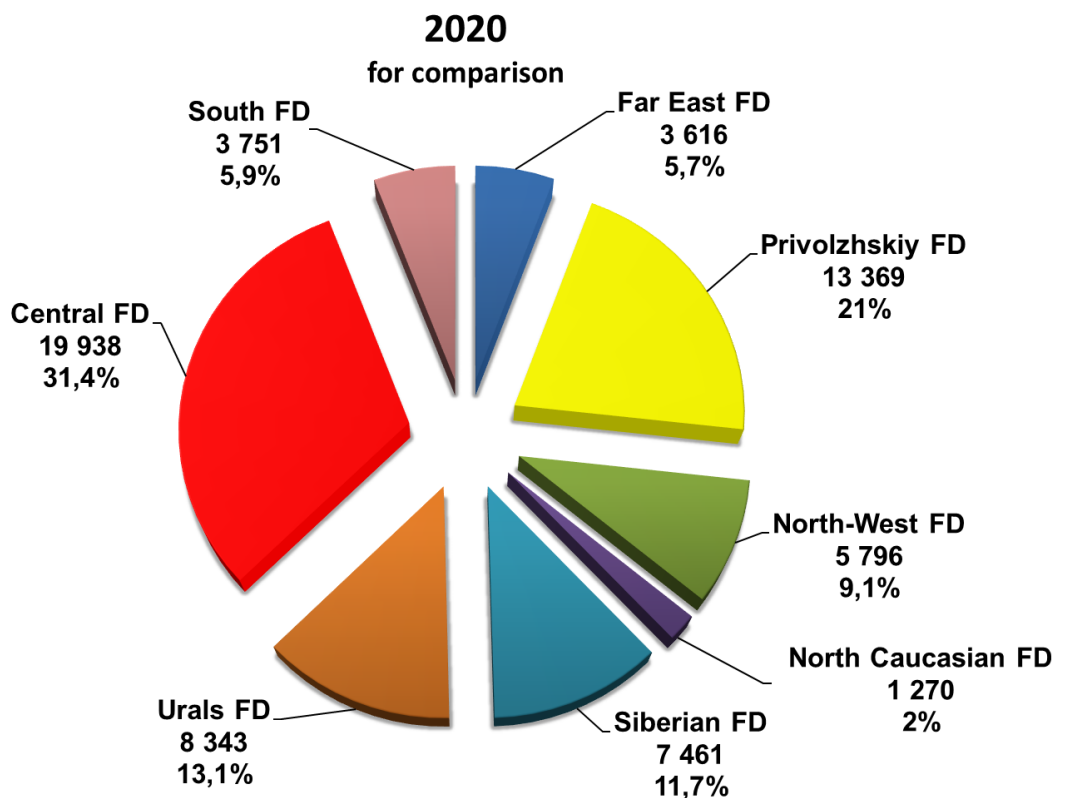
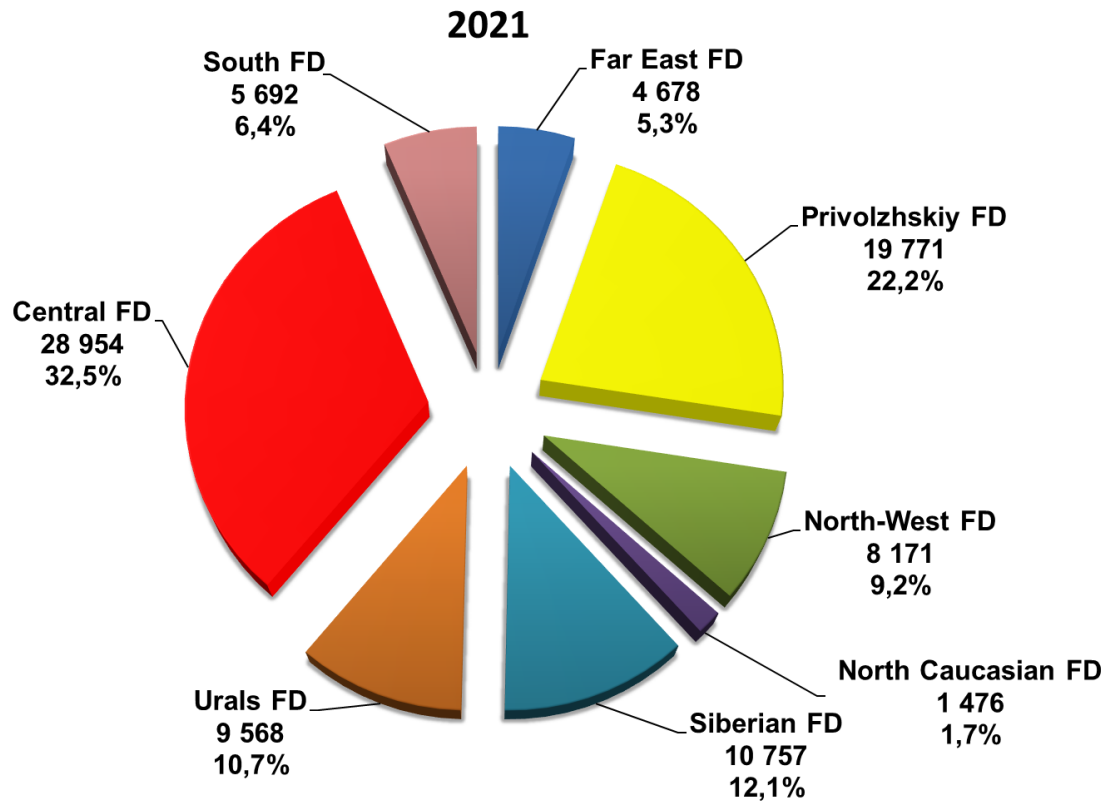
7 132 units **45%**





TRUCKS

Structure of sales of new truck in Russia in 11 months 2021 by Federal District





BUSES

Sales of new buses in Russia in November and 11 months 2021 by brand

Brand	November 2021	November 2020	11 months 2021	11 months 2020	Change November 2021 vs 2020, %	Change 11 months 2021 vs 2020, %
PAZ	749	357	6 110	5 246	109,8	16,5
NEFAZ	215	215	2 302	1 638	0,0	40,5
LIAZ	95	257	1 631	2 209	-63,0	-26,2
MAZ	90	101	477	619	-10,9	-22,9
URAL	16	19	360	290	-15,8	24,1
YUTONG	45	27	287	254	66,7	13,0
VOLZHANIN	4	74	238	226	-94,6	5,3
KAVZ	21	80	198	359	-73,8	-44,8
KAMAZ	35	0	170	0		
HIGER	26	31	155	111	-16,1	39,6
NEMAN	6	4	116	57	50,0	103,5
IRISBUS	1	0	78	25		212,0
SIMAZ	3	9	66	142	-66,7	-53,5
ZHONGTONG	4	1	37	44	300,0	-15,9
LOTOS	1	42	33	116	-97,6	-71,6
KING LONG (KLM)	0	3	30	32	-100,0	-6,2
MAN	2	0	19	125		-84,8
ANKAI	1	1	13	8	0,0	62,5
MERCEDES	5	0	11	9		22,2
SCANIA	1	0	11	7		57,1
HYUNDAI	0	0	6	5		20,0
FOTON	0	0	1	0		
GOLDEN DRAGON	0	1	1	65	-100,0	-98,5
NEOPLAN	0	0	1	0		
DAEWOO	0	0	0	1		-100,0
FLEETWOOD	0	1	0	2	-100,0	-100,0
TOYOTA	0	0	0	1		-100,0
VANHOOL	0	0	0	1		-100,0
VITOV	0	0	0	1		-100,0
TOTAL	1 320	1 223	12 351	11 593	7,9	6,5
TOTAL Russian brands	1 139	1 053	11 108	10 226	8,2	8,6
TOTAL foreign brands	181	170	1 243	1 367	6,5	-9,1



BUSES

Top 25 model ranking of new bus sales in November and 11 months 2021

Rank	Model	Brand	November 2021	November 2020	11 months 2021	11 months 2020	Change November 2021 vs 2020, %	Change 11 months 2021 vs 2020, %
1	3205	PAZ	458	151	3 207	2 533	203,3	26,6
2	5299, 5297 4X2	NEFAZ, KAMAZ	185	194	1 779	1 516	-4,6	17,3
3	4234	PAZ	144	39	1 067	796	269,2	34,0
4	VECTOR NEXT	PAZ	129	0	1 058	0		
5	5292	LIAZ	69	177	919	1 558	-61,0	-41,0
6	3204	PAZ	17	162	710	1 706	-89,5	-58,4
7	6213	LIAZ	11	70	496	194	-84,3	155,7
8	4208, 4310 6X6	NEFAZ, KAMAZ	27	20	470	97	35,0	384,5
9	3255 4320 6X6	URAL	16	19	360	290	-15,8	24,1
10	103	MAZ	70	45	212	148	55,6	43,2
11	52701	VOLZHANIN	0	73	204	150	-100,0	36,0
12	206 - 226	MAZ	17	2	193	111	750,0	73,9
13	6282	KAMAZ	35	0	170	0		
14	6119	YUTONG	30	9	170	135	233,3	25,9
15	4238	KAVZ	17	24	119	230	-29,2	-48,3
16	4202	NEMAN	6	4	116	57	50,0	103,5
17	5256	LIAZ	5	0	79	21		276,2
18	CROSSWAY	IRISBUS	1	0	78	25		212,0
19	4292	LIAZ	5	0	72	367		-80,4
20	2258	SIMAZ	3	9	66	142	-66,7	-53,5
21	4235	KAVZ	4	0	63	21		200,0
22	3203	PAZ	1	2	61	91	-50,0	-33,0
23	6899	YUTONG	11	3	57	30	266,7	90,0
24	4211, 4326 4X4	NEFAZ, KAMAZ	3	1	53	25	200,0	112,0
25	3205	PAZ	458	151	3 207	2 533	203,3	26,6

NEFAZ, KAMAZ
5299, 5297 4X2
1 779 units **17,3%**



PAZ 3205
3 207 units **26,6%**



PAZ 4234
1 067 units **34%**





BUSES

Structure of new bus sales in Russia in 11 months 2021 by Federal District

